

Texas Department of Transportation

Small Business **LINC** Program Bulletin

Learning, Information, Networking, Collaboration

Volume 1, Issue 1

July 2002

OBJECTIVES

- ★ The LINC Program is a mentor-protégé program where TxDOT is the mentor to selected DBE/HUB/SBE firms.
- ★ Through a series of meetings, protégés learn about TxDOT's business opportunities and receive information to assist them in bidding and performing on TxDOT contracts.
- ★ LINC mentors introduce the protégés to key TxDOT staff and to prime contractors.

GOAL

- ★ Increase the numbers of small businesses bidding and performing on TxDOT contracts.

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Stop, Look and See where your company's headed! Take your first step forward in obtaining information on the TxDOT's – Small Business LINC program, contact the BOP office toll free number, 1-866-480-2518.



Helping Small Businesses Venture into the Highway Industry

To date we have completed three TxDOT – Small Business LINC Program sessions. We began with a pilot session in Houston, then conducted and completed sessions in San Antonio and Austin. In each session we had the pleasure of working with small businesses that are ready to expand their market into the highway industry. Through the LINC program we have informed them of the opportunities, requirements and expectations of working with TxDOT.

In this bulletin we are proud to announce the names of the companies that have completed the LINC Program and to acknowledge those companies that participated in the Trade show and the TxDOT employees that have assisted us with the program. Through the **Learning, Information, Networking and Collaboration** offered in this program we are confident we can meet our goal of increasing the numbers of small businesses bidding and performing on TxDOT contracts.



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Dedicated,
Diverse,
Driven

Dedicated, Diverse, and Driven are just a few words that best describe our LINC protégés. Forty-eight dedicated participants representing various professions attended a series of six classes in Houston, San Antonio and Austin. Congratulations to all of the graduates on their program completion and much success in their contracting endeavors with TxDOT.

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H HOUSTON PROTEGES

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|---------------------------------------|---|
| Cedar Break Farms | Fencing |
| Concrete Finisher of Houston | Concrete Paving |
| Galco | Fencing |
| Grady Management & Construction | General Contractor |
| Jada International Corp. | Landscaping, Irrigation |
| JeMari Group, Inc. | Concrete & Construction |
| KM-2 Industries | Construction Mgmt. Services |
| R & A Transport | Hauling & Regular Dealer of Asphalt Oil |
| Savoy Trading Co., Inc. | Industrial Supplies, Sodding, Walls |

TYPE OF BUSINESS

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| A-Plus Paving & Construction, Inc. | Paving |
| AFCO Technologies, Inc. | General Contractor |
| Basic Essentials Maintenance | General Contractor |
| Benny's Caliche Hauling | Hauling |
| B&J Enterprise | Hauling |
| C & C Construction Rebar Installation | Reinforced Rebar |
| C2M, Inc. | General Contractor |
| Fairway Landscape & Nursery, Inc. | Landscape, Irrigation, Hydroseed |
| Hill Horticulture, Inc. | Landscape, Irrigation |
| LS&S Transport, Inc. | Hauling |
| Lowman Services | Heavy Construction |
| Margo's Ent. Inc. | Construction |
| McCook Construction Company | Road, Bridge, Build-site & Paving |
| NuWay International, Inc. | General Contractor |
| Performance Electrical Services, Inc. | Electrical |
| Quality Services International, LLC | Maintenance Contractor |
| Rodney Mayberry Electrical Contractor, Inc. | Electrical Contractor |
| Saddlebrook, Inc. | Turf Installation & Erosion Control |
| Tex Sun Construction | General Construction |
| Tony A. Enterprises, Inc. | General Contractor |
| WEB Construction, Inc. | Underground Utilities |

TYPE OF BUSINESS

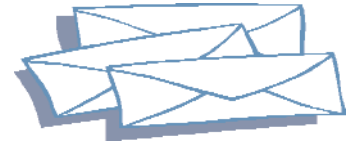
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| | |
|--|--------------------------------|
| Alpha Line Striping | Striping & Maintenance |
| Ambreco, Inc. | Construction |
| Barron Environmental Services & Technologies | Erosion Control |
| C & E General Services | Irrigation and Landscaping |
| Ceda-Tex Services | Concrete |
| CENTEX Hydroseed | Hydromulching |
| Central Texas Reinforcement, Inc. | Rebar placement |
| Circle D Transportation, Inc. | Hauling |
| Cristobal Roofing & Construction | Roofing & Construction |
| G. Limon | Hauling |
| Haynes-Eaglin-Waters | Contractor/Supplier |
| Laredo Striping, Inc. | Construction |
| NNA Financial & Management Co., Inc. | Construction & Maintenance |
| Rainbow Gardens Nursery | Landscaping, Lawn Maintenance |
| Ramones Construction Co, Inc. | Concrete Construction |
| Stan's Automatic Lawn Sprinkler Systems | Lawn Sprinkler Systems |
| The Jo Luis Corporation | Electrical Contractor |
| Tyson Construction | Construction Mgmt., Remodeling |
| Vanguard Contractors, Inc. | General Contractor |

TYPE OF BUSINESS

LINC Points of View

Here's what some of our protégés had to say about the LINC Program.



"The information provided was hands-on, real world information that will benefit my family owned and operated minority business in its' endeavor to secure Texas Department of Transportation highway construction and maintenance work!"

Ricardo Perez, V.P. Business Development
Fairway Landscape & Nursery, Inc.



Richard Perez, Fairway Landscape & Nursery, Inc. (left) and Terry McCoy, P.E., TxDOT discuss landscaping opportunities in the San Antonio District.

"The program has really excited our company and we are looking forward to bidding on TxDOT contracts. Everyone at TxDOT has been very helpful in understanding what it takes to do business and I believe LINC will be a great success"

Lane Bishop,
Director of Operations
Hill Horticulture, Inc.



"I highly recommend this program. Every session was a learning experience. Every time I would call the BOP office, they would respond immediately."

Tony Arredondo, Owner
Tony A. Enterprises



In Memory

We wish to express our Sympathy and Condolences to Margie Ann Cuppes and her family in the loss of her husband, Harvey "Clint" Cuppes.

Margie and Clint represented McCook Construction Company and were protégés in the San Antonio LINC class.

Clint always generously shared many of his business experiences and insights with his fellow LINC students.



"Diligence Has Its Rewards"

Mr. Rodney Mayberry, CEO of Rodney Mayberry Electrical Contractor, Inc. was recently awarded an electrical maintenance contract with the TxDOT San Angelo District. Mr. Mayberry will perform electrical maintenance and repair service.

Mr. Mayberry is a certified master electrician with over twenty-four years of experience. Mr. Mayberry and his son, Roderick Mayberry were participants in the San Antonio LINC class.

Mr. Mayberry says, "Diligence has its rewards. If your small company is looking to move to the next level and feels overwhelmed by the process, don't. The LINC Program and its dedicated staff can be instrumental in making things happen for your company. I want to thank my LINC Mentor, Ms. Mary Wells for her assistance and tireless efforts."



TxDOT congratulates Mr. Mayberry on this contract.

Rodney Mayberry (left) visits with Dale Stein, P.E. Area Engineer for the Bexar 410 office of the San Antonio district.



LINC DIRECTORY

A LINC directory including all LINC graduates is available and may be obtained by contacting the BOP office at 1-866-480-2518. In the future, the directory will also be available on the Internet.



MENTOR:

An employee (Mentor) of the BOP Section is assigned to each LINC Protégé. The Mentor's responsibility is to make sure the LINC Protégé receives and understands all of the information presented during the sessions. The LINC Mentors have monthly contact with each LINC Protégé to respond to any questions the LINC Protégés may have. Mentors also follow up on any of the Protégé's bids submitted and contracts awarded. Staff includes:

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1-866-480-2518 toll free
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Mary Wells, BOP Specialist
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Thanks to our TxDOT Partners

The LINC Protégés had the opportunity to meet with the District staff, including the Area Engineers, Assistant Area Engineers and the Maintenance Engineer. These were informative and networking sessions designed to introduce the protégés to department employees.

The Protégés learned where the TxDOT staff was located and their areas of responsibility within their territories. Protégés were informed of upcoming projects and the type of work on those projects. We would like to thank the following TxDOT staff for their support of the program.

HOUSTON

Gary Trietsch, District Engineer
 Mike Alford Director of Maintenance
 Walter Torres Asst. Director of Construction & Contract Admin
 Nancy Adamson Assistant Area Engineer, Fort Bend County
 Quincy Allen Area Engineer, East Harris County
 Bill Babbington Assistant Area Engineer, Galveston County
 Dock S. Gee Traffic Systems Construction Engineer
 Clifford Halvorsen Area Engineer, Central Houston
 Tesfaye Mesfin Assistant Area Engineer, Montgomery County
 Henry Quiroga Assistant Area Engineer, North Harris County
 Jose M. Ramirez Area Engineer, Galveston County
 Greg Ranft Area Engineer, Waller & West Harris County
 Doug Stephens Area Engineer, North Harris County
 Jeffrey Thomson Engineer Specialist, Galveston County
 Joseph Waring Assistant Area Engineer, South Harris County



Darrell Anglin, P.E., of TxDOT discusses hauling opportunities with Martha Limon, G. Limon Hauling Company (left) and Martha Davis of Circle D. Transportation.

SAN ANTONIO

John P. Kelly, P.E. District Engineer
 David Kopp, P.E. Director of Construction
 Ken Davenport, P.E. . . . Area Engineer, Pleasanton Area Office
 Carl Friesenhahn, P.E. . . Area Engineer, Honda Area Office
 Frank Holzman, P.E. . . . Area Engineer, Seguin Area Office
 Terry McCoy, P.E. Asst. Area Engineer, Bexar Metro
 Arnulfo Ramirez, P.E. . . . District Traffic Engineer
 Dale Stein, P.E. Area Engineer Bexar 410 Area Office
 Bill Tucker, P.E. Area Engineer, Kerrville Area Office
 John Bohuslav, P.E. Director of Maintenance
 Susan Matthews Contract Specialist, Maintenance Contract Office



Jeff Tolson, P.E. (left) of TxDOT discusses general contracting opportunities with Josh Wadsworth of Vanguard Contractors, Inc.

AUSTIN

William Garbade, P.E. . . . District Engineer
 James Klotz, P.E. Director of Construction
 Leslie Miller Maintenance Contract Supervisor
 Blake A. Dommert, P.E. . . Asst. Area Engineer, Bastrop Area Office
 Jeff Tolson Engineering Specialist IV, Georgetown Area Office
 Darrell Anglin Asst. Area Engineer, South Travis Area Office

Thank You Prime Contractors

The Houston, San Antonio and Austin Protégés were introduced to Prime Contractors at trade events. The events provided Prime Contractors an opportunity to meet companies interested in subcontracting on TxDOT contracts. We would like to thank the following Prime Contractors for participating:

Houston

Cutler Repaving, Inc.
 Deavers Construction, L.P.
 Florida Traffic Control Devices
 Infrastructure Services, Inc.
 J. D. Abrams, L.P.
 John Reed & Company, Inc.
 Lone Star Road Construction
 McCarthy Building Companies, Inc.
 Mica Corporation
 NBG Constructors, Inc.
 Ryan Landscaping, Inc.
 Statewide Traffic Signal
 United Rentals Highway Technologies
 Williams Brothers Construction Co., Inc.
 Zachry Construction Corporation

San Antonio

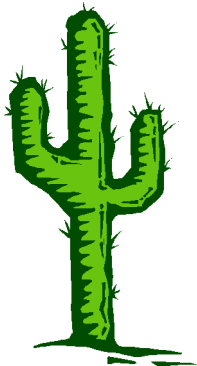
Acme Bridge Company, Inc.
 Anchor Post Products of Texas, Inc.
 Arrendell Enterprises, Inc.
 Artisan Group, Inc.
 Bay LTD.
 Cactus Concrete, Inc.
 Core Rehabilitation, Inc.
 Dean Word Company, Ltd.
 E.E. Hood & Sons, Inc.
 Golden Landscape & Irrigation
 Infrastructure Services, Inc.
 The Levy Company, L.P.
 Zachry Construction Corporation

Austin

Acme Bridge Company, Inc.
 Austin Bridge & Road, Inc.
 C.D.S. Enterprises, Inc.
 Capital Excavation Company
 Dean Word Company, Ltd.
 Granite Construction Company
 Hunter Industries, Ltd.
 J. D. Abrams, L.P.
 Lone Star Infrastructure



Emilio & Charlotte Muniz of C & E General Services share information about their company with Deborah Mendez of Acme Bridge Company, Inc.



El Paso 573 Miles

The next LINC introductory session will be conducted in El Paso in August 2002. If you're in the El Paso area and would like to participate in the LINC Program, call our office toll free at 1-866-480-2518 and ask to speak with a LINC Mentor or request a LINC application. Watch for other upcoming meetings in your area.

Highway Construction & Maintenance Schools of Thought

The LINC program has much to offer in the areas of training and personal consulting. LINC Consultants provide training in various topics.

- ★ The Construction Management Consultant provides training on topics including contract administration, estimating and bidding, record keeping, construction-related legal issues, inspections, labor issues, equipment usage and Material/Product Testing.
- ★ The Estimating and Bidding Consultant reviews TxDOT construction projects with each Protégé and identifies one “mock” project for each Protégé. The consultant provides the protégé with an analysis of their mock bid.
- ★ The Marketing Consultant works with the protégés in the development of a business marketing portfolio and presentation. The protégés’ portfolio and presentation is presented to prime contractors during a trade show.

Our providers include:

Miratek Corporation

Mr. Joe Diaz is founder, CEO and President of MIRATEK Corporation. MIRATEK is a professional high technology information systems, business and engineering firm dedicated to providing outstanding technical services to government agencies and private industry leaders in the United States, Mexico, and other Latin American countries.

Conduit Interactive

Ms. Christine Robison, owner of Conduit Interactive has ten years of experience in the software industry in technical, client relations and marketing roles. Conduit develops brochures, websites, print collateral, marketing plans and logos. Conduit Interactive defines itself as a small, dedicated and highly responsive advertising agency.

Rainow Byrd-Baldwin

Mr. Rainow Byrd-Baldwin is a private business consultant with 41 years of experience as a contractor and consultant to executives and owners of construction companies. Mr. Byrd-Baldwin teaches classes in job cost estimation, business plan development and management principles.

Dispute Management Group, LLC

Mr. Jose L. Hernandez, P.E., owner of Dispute Management Group, LLC has 30 years of experience in the fields of construction and engineering. Mr. Hernandez worked in Construction Project Administration and as a field engineer for 16 years with the Construction Division of TxDOT. Dispute Management Group provides comprehensive prevention programs including Design Partnering, Construction Project Partnering and Project Administration Training.



Mary Ann Bowling of Central Texas Reinforcement, Inc. reviews her mock bid analysis with Jose Hernandez of Dispute Management Group.

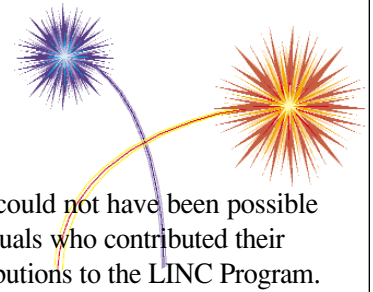
Texas Department of Transportation

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BUSINESS OPPORTUNITY PROGRAMS

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Visit our website at
<http://www.dot.state.tx.us>

Invaluable Service & Assistance

The LINC program success could not have been possible without the following individuals who contributed their invaluable service and contributions to the LINC Program.

- ✿ Thomas R. Bohuslav, P.E., Director, Construction Division
- ✿ James Dossett, Director Business Opportunity Programs Section
- ✿ Efrem Casarez, DBE Program Director
- ✿ Beth Duckworth, TxDOT - Construction Division
- ✿ Bob Hundley, P.E., TxDOT - Construction Division
- ✿ Baldemar Maldonado, TxDOT - Construction Division
- ✿ Linda Paredez, TxDOT - Construction Division
- ✿ Carlos Rodriguez, TxDOT - Office of Civil Rights
- ✿ Edie Stimach, TxDOT - Aviation Division
- ✿ Juan Urrutia, P.E., TxDOT - Construction Division
- ✿ Tom Hewitt, Guaranty Insurance Services, Inc.
- ✿ Hank Simpson, Grijalva & Allen, P.C.

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